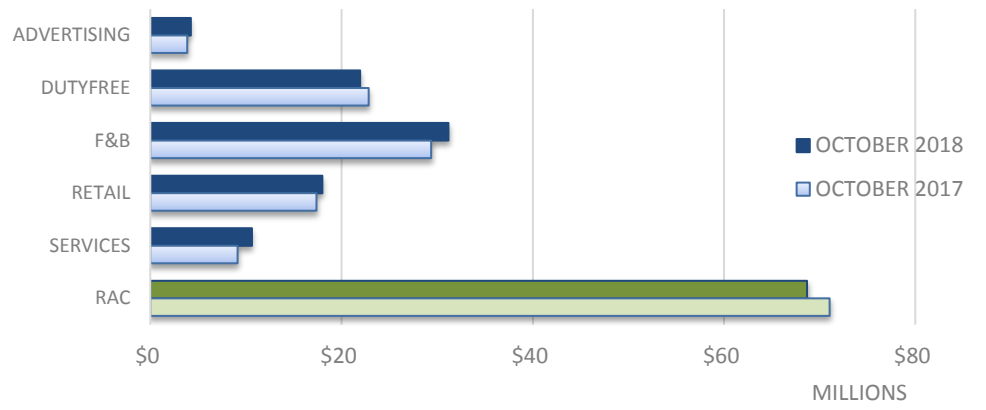


## CONCESSION GROSS SALES OCTOBER 2018

Last Update: 12/14/18  
Finance and Budget Division

CONCESSION	OCTOBER 2018	OCTOBER 2017	CHANGE
ADVERTISING	\$4,256,372	\$3,862,671	+10%
DUTYFREE	\$21,930,807	\$22,835,979	-4%
F&B	\$31,189,801	\$29,370,178	+6%
RETAIL	\$17,992,645	\$17,375,733	+4%
SERVICES	\$10,636,530	\$9,125,912	+17%
<b>IN-TERMINAL CON.</b>	<b>\$86,006,155</b>	<b>\$82,570,472</b>	<b>+4%</b>
RAC	\$68,680,109	\$71,041,043	-3%
<b>OFF-TERMINAL CON.</b>	<b>\$68,680,109</b>	<b>\$71,041,043</b>	<b>-3%</b>
<b>TOTAL CONCESSION</b>	<b>\$154,686,264</b>	<b>\$153,611,515</b>	<b>+1%</b>



ADVERTISING	OCTOBER 2018	OCTOBER 2017	CHANGE
T1	\$282,516	\$171,283	+65%
T2	\$255,563	\$229,144	+12%
T3	\$363,649	\$440,649	-17%
T4	\$779,112	\$579,517	+34%
T5	\$327,894	\$206,630	+59%
T6	\$226,774	\$323,415	-30%
T7	\$531,639	\$206,850	+157%
T8	\$104,706	\$66,012	+59%
TBIT	\$1,384,517	\$1,639,171	-16%
<b>TOTAL</b>	<b>\$4,256,372</b>	<b>\$3,862,671</b>	<b>+10%</b>

RAC	OCTOBER 2018	OCTOBER 2017	CHANGE
LAX	\$68,680,109	\$71,041,043	-3%
<b>TOTAL</b>	<b>\$68,680,109</b>	<b>\$71,041,043</b>	<b>-3%</b>

### COMMENTS:

Overall, Concession sales are up 1% (\$1.07m). In-Terminal Concession sales are up 4% (\$3.44m), which is more than the 1% enplaned passenger (pax) growth during the same period.

Advertising sales are up 10% (\$394k).

Duty Free sales are down -4% (-\$0.91m), with the majority of the reduction coming from TBIT (-4% or -\$884k). T2 has seen a slow down in PRC sales due to fluctuating departing gates for DL 89. DFS is working on assortment fine tuning to drive conversion. T3 sales dropped due to closure of original check-in space. Installing additional signages for better visibility and guidance. T4 continued to benefit from increase in PRC sales due to flights departing in T4. Assortment fine tune to display nationality focused items in prime retail space. T5 continued to slow down with the majority of business came from domestic beauty customers. T6 was flat as growth from European and Korean customers was offset by a slow down in PRC and domestic customers. T7 has seen a drop in PRC sales, particularly coming from beauty products. Growth from local passengers was unable to offset the loss due to different spending behaviour. TBIT has seen a slow down on a YoY basis when comparing to a very strong performance last year. Unfavorable macro economic factors played a big part in this.

DUTY FREE	OCTOBER 2018	OCTOBER 2017	CHANGE
T2	\$1,097,360	\$1,197,986	-8%
T3	\$51,203	\$63,418	-19%
T4	\$709,799	\$539,819	+31%
T5	\$56,214	\$68,806	-18%
T6	\$340,130	\$339,007	+0.3%
T7	\$405,695	\$472,742	-14%
TBIT	\$19,270,406	\$20,154,201	-4%
<b>TOTAL</b>	<b>\$21,930,807</b>	<b>\$22,835,979</b>	<b>-4%</b>

F & B sales are up 6% (\$1.82m), which is more than the change in pax of 1%. Sales in TCM terminals are up 8% (\$1313k), while TCM terminals pax are flat (+0.5%). The significant increases in T1 and T3 are due to the opening of additional stores (i.e. Food court in T1. Ashland Hill, Deli & Co, Earth Bar, Nekter Juice Bar, Panda Express, and The Parlor in T3). Sales in Non-TCM terminals are up 4% (\$507k), while pax in Non-TCM terminals are up 1%. Note that T5 is performing well post-airlines relocation, while T7 and T8 have seen opening of additional stores (i.e. Ashland Hill and Dunkin Donuts in T7 and Panda Express in T8).

F & B	OCTOBER 2018	OCTOBER 2017	CHANGE
T1	\$3,970,016	\$3,311,698	+20%
T2	\$2,787,834	\$2,898,746	-4%
T3	\$2,525,446	\$2,047,887	+23%
T6	\$3,423,125	\$3,531,044	-3%
TBIT	\$5,929,515	\$5,533,503	+7%
<b>TCM TERM.</b>	<b>\$18,635,936</b>	<b>\$17,322,877</b>	<b>+8%</b>
T4	\$4,259,231	\$4,379,861	-3%
T5	\$4,173,384	\$3,906,567	+7%
T7	\$3,104,804	\$2,823,439	+10%
T8	\$1,016,447	\$937,434	+8%
<b>NON-TCM TERM.</b>	<b>\$12,553,865</b>	<b>\$12,047,300</b>	<b>+4%</b>
<b>TOTAL</b>	<b>\$31,189,801</b>	<b>\$29,370,178</b>	<b>+6%</b>

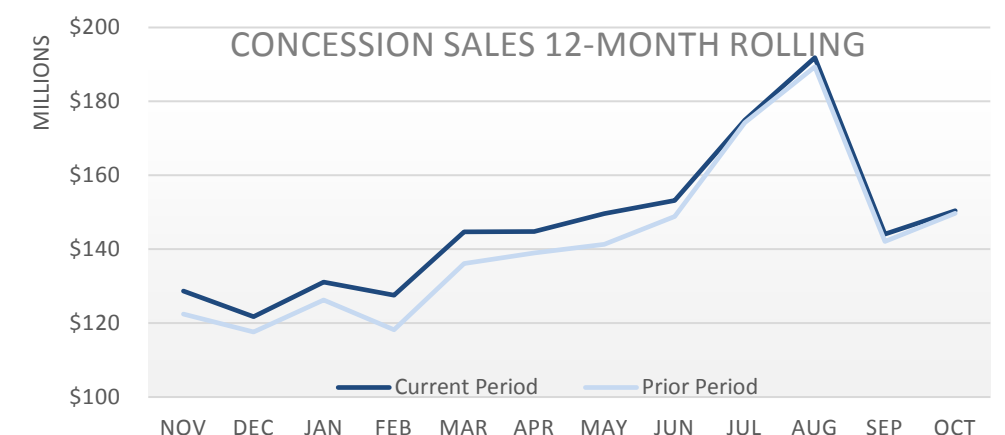
Retail sales are up 4% (\$617k). TCM terminals sales grew 2% (\$199k), while TCM terminals pax numbers are flat (+0.5%). The significant increases in T1 and T3 are due to additional stores (i.e. Kiehl's and The New Stand in T1. LAXpress, Moshi, and Soundstage in T3). Sales in Non-TCM terminals grew 8% (\$418k), while pax numbers in Non-TCM terminals are up 1%. The majority of this growth comes from the opening of Pier No. 7 Market in T7.

RETAIL	OCTOBER 2018	OCTOBER 2017	CHANGE
T1	\$1,610,616	\$1,301,944	+24%
T2	\$1,641,579	\$1,593,026	+3%
T3	\$615,309	\$441,495	+39%
T6	\$1,486,309	\$1,611,819	-8%
TBIT	\$7,151,697	\$7,358,324	-3%
<b>TCM TERM.</b>	<b>\$12,505,510</b>	<b>\$12,306,608</b>	<b>+2%</b>
T4	\$2,112,318	\$2,054,574	+3%
T5	\$1,392,562	\$1,283,337	+9%
T7	\$1,660,583	\$1,374,456	+21%
T8	\$321,673	\$356,759	-10%
<b>NON-TCM TERM.</b>	<b>\$5,487,136</b>	<b>\$5,069,125</b>	<b>+8%</b>
<b>TOTAL</b>	<b>\$17,992,645</b>	<b>\$17,375,733</b>	<b>+4%</b>

Gross sales from Services are up 17% (\$1.51m). This increase in sales is due to Lenlyn (+\$926k), Alclear (+\$477k), and Boingo Wireless (+\$102k).

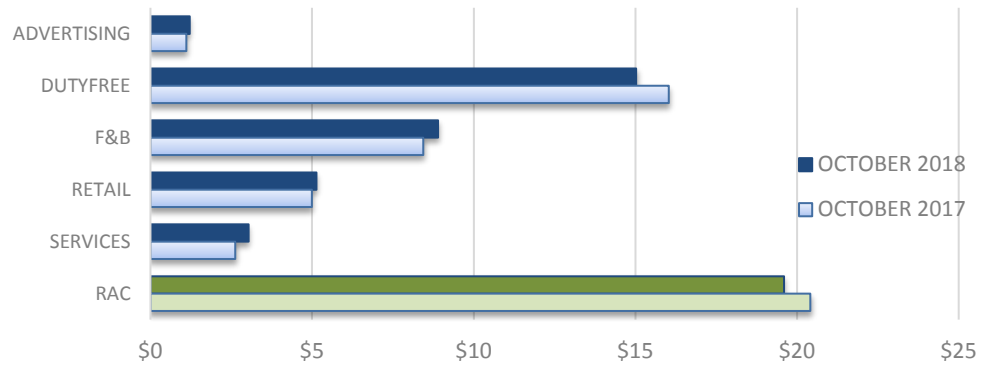
RAC sales are down 3% (\$2.36m). The RAC sales per pax is down 4%. After adjusting for Midway dropping out of the On-Airport RAC program, sales are down \$1.76m YoY and down 3% on the per pax basis.


SERVICES	OCTOBER 2018	OCTOBER 2017	CHANGE
T1	\$373,953	\$244,376	+53%
T2	\$1,221,369	\$1,085,087	+13%
T3	\$226,870	\$166,311	+36%
T4	\$1,165,553	\$1,008,980	+16%
T5	\$415,578	\$370,436	+12%
T6	\$673,593	\$703,824	-4%
T7	\$741,355	\$703,443	+5%
T8	\$51,146	\$29,512	+73%
TBIT	\$5,767,115	\$4,813,942	+20%
<b>TOTAL</b>	<b>\$10,636,530</b>	<b>\$9,125,912</b>	<b>+17%</b>

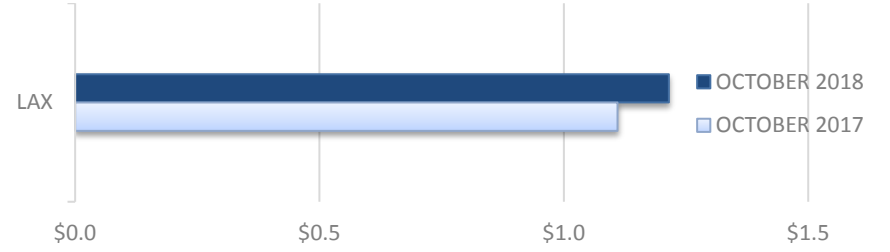



## CONCESSION GROSS SALES PER ENPLANEMENT OCTOBER 2018

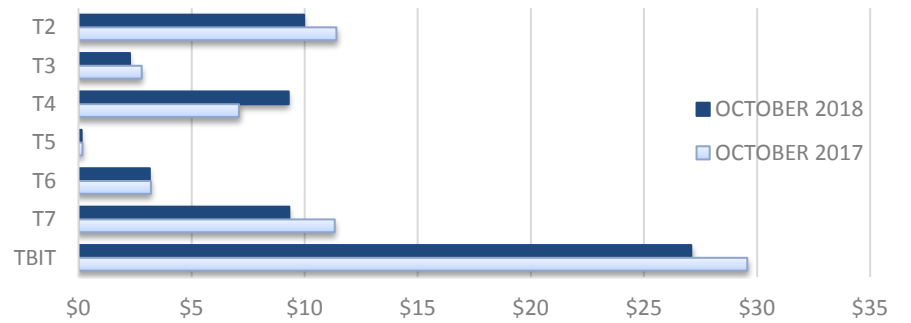
CONCESSION	OCTOBER 2018	OCTOBER 2017	CHANGE
ADVERTISING	\$1.21	\$1.11	+9%
DUTYFREE <sup>1</sup>	\$15.02	\$16.03	-6%
F&B	\$8.90	\$8.44	+5%
RETAIL	\$5.13	\$4.99	+3%
SERVICES	\$3.04	\$2.62	+16%
<b>IN-TERMINAL CON.</b>	<b>\$24.54</b>	<b>\$23.72</b>	<b>+3%</b>
RAC	\$19.60	\$20.41	-4%
<b>OFF-TERMINAL CON.</b>	<b>\$19.60</b>	<b>\$20.41</b>	<b>-4%</b>
<b>TOTAL CONCESSION</b>	<b>\$44.14</b>	<b>\$44.13</b>	<b>+0.01%</b>



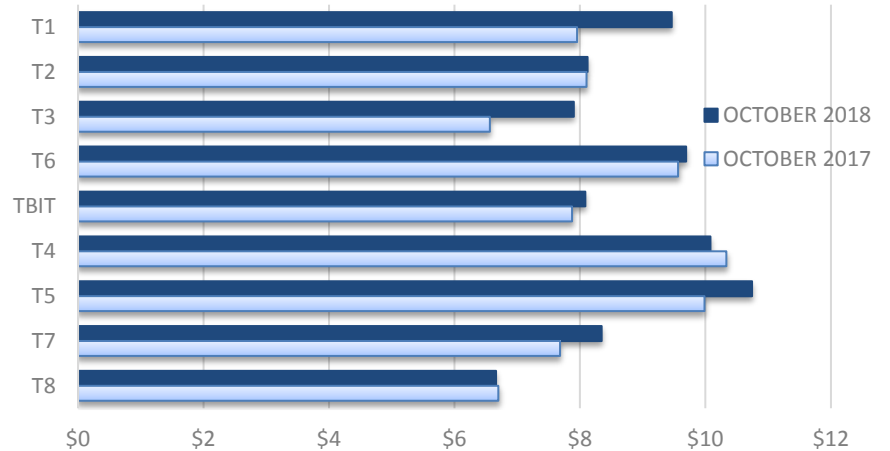
ADVERTISING	OCTOBER 2018	OCTOBER 2017	CHANGE
LAX 	\$1.21	\$1.11	+9%
<b>TOTAL</b>	<b>\$1.21</b>	<b>\$1.11</b>	<b>+9%</b>



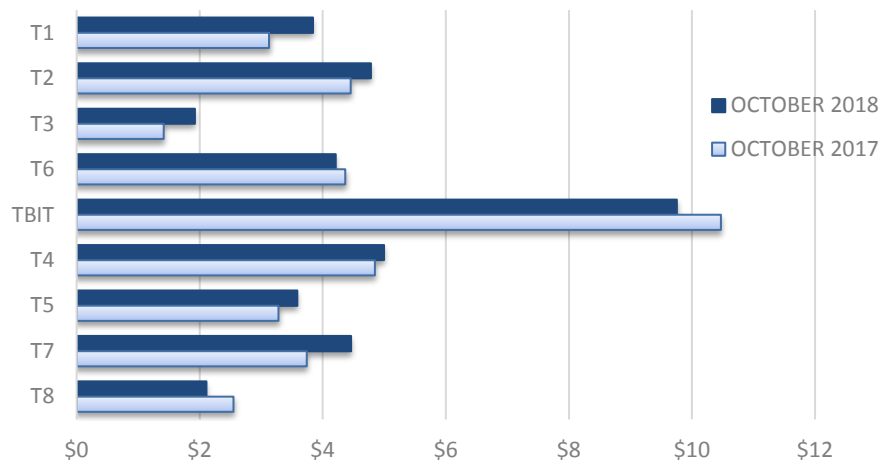
DUTY FREE <sup>1</sup>	OCTOBER 2018	OCTOBER 2017	CHANGE
T2	\$9.97	\$11.40	-13%
T3	\$2.28	\$2.79	-18%
T4 	\$9.29	\$7.09	+31%
T5	\$0.14 <sup>2</sup>	\$0.18 <sup>2</sup>	-18%
T6	\$3.16	\$3.20	-1%
T7	\$9.33	\$11.33	-18%
TBIT	\$27.09	\$29.57	-8%
<b>TOTAL</b>	<b>\$15.02</b>	<b>\$16.03</b>	<b>-6%</b>




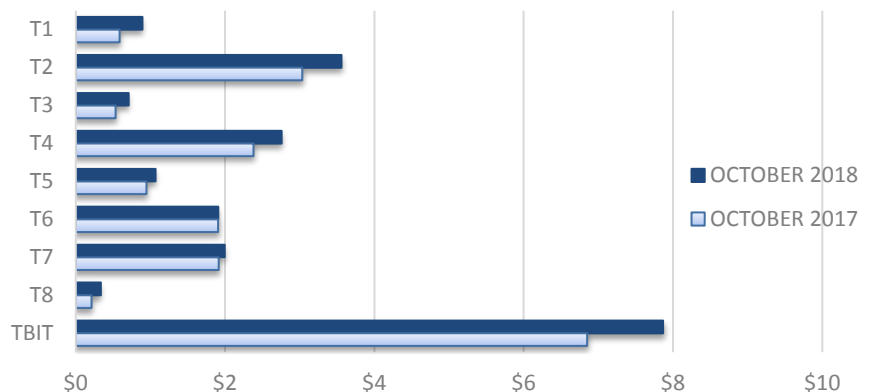
F & B	OCTOBER 2018	OCTOBER 2017	CHANGE
T1	\$9.46	\$7.95	+19%
T2	\$8.12	\$8.10	+0.2%
T3	\$7.90	\$6.56	+20%
T6	\$9.69	\$9.56	+1%
TBIT	\$8.09	\$7.87	+3%
<b>TCM TERM.</b> 	<b>\$8.59</b>	<b>\$8.03</b>	<b>+7%</b>
T4	\$10.08	\$10.33	-2%
T5	\$10.74	\$9.98	+8%
T7	\$8.34	\$7.68	+9%
T8	\$6.66	\$6.70	-1%
<b>NON-TCM TERM.</b>	<b>\$9.40</b>	<b>\$9.11</b>	<b>+3%</b>
<b>TOTAL</b>	<b>\$8.90</b>	<b>\$8.44</b>	<b>+5%</b>




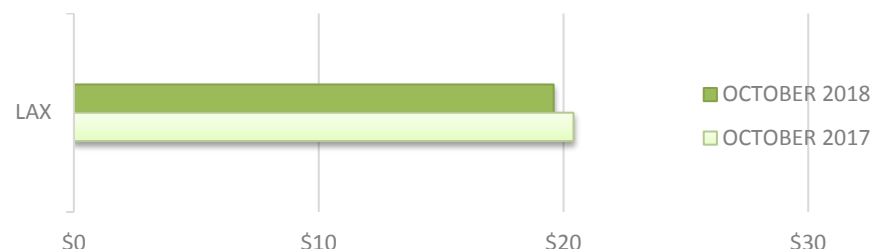
RETAIL	OCTOBER 2018	OCTOBER 2017	CHANGE
T1	\$3.84	\$3.13	+23%
T2	\$4.78	\$4.45	+7%
T3	\$1.92	\$1.42	+36%
T6	\$4.21	\$4.37	-4%
TBIT	\$9.75	\$10.47	-7%
<b>TCM TERM.</b> 	<b>\$5.77</b>	<b>\$5.70</b>	<b>+1%</b>
T4	\$5.00	\$4.85	+3%
T5	\$3.58	\$3.28	+9%
T7	\$4.46	\$3.74	+19%
T8	\$2.11	\$2.55	-17%
<b>NON-TCM TERM.</b>	<b>\$4.11</b>	<b>\$3.83</b>	<b>+7%</b>
<b>TOTAL</b>	<b>\$5.13</b>	<b>\$4.99</b>	<b>+3%</b>



SERVICES	OCTOBER 2018	OCTOBER 2017	CHANGE
T1	\$0.89	\$0.59	+52%
T2	\$3.56	\$3.03	+17%
T3	\$0.71	\$0.53	+33%
T4 	\$2.76	\$2.38	+16%
T5	\$1.07	\$0.95	+13%
T6	\$1.91	\$1.91	+0%
T7	\$1.99	\$1.91	+4%
T8	\$0.34	\$0.21	+59%
TBIT	\$7.87	\$6.85	+15%
<b>TOTAL</b>	<b>\$3.04</b>	<b>\$2.62</b>	<b>+16%</b>



RAC	OCTOBER 2018	OCTOBER 2017	CHANGE
LAX 	\$19.60	\$20.41	-4%
<b>TOTAL</b>	<b>\$19.60</b>	<b>\$20.41</b>	<b>-4%</b>



<sup>1</sup> Duty Free sales per enplanement (SPE) is based on international enplaned passengers (pax), while all the others are based on all enplaned pax.

<sup>2</sup> With one exception being Duty Free SPE in T5. This is due to the fact that, post-airlines relocation, T5 is made up almost entirely of domestic pax. Therefore, it is more appropriate to use the all enplaned pax number as the denominator instead of the international enplaned pax.